

REPORT #5
88/10/21

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

422 - VIENNA

AUSTRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
CONTINUE WITH OUR DIRECT APPROACH TO POTENTIAL INVESTORS IN SECTOR.
ORGANIZE IN COOPERATION WITH PROVINCES TECH TRANSFER & INVESTMENT SEMINARS.

BELIEVE WE MAY BE SUCCESSFUL IN ATTRACTING AUSTRIAN INVESTMENT PARTICULARLY IN CNC METAL PLASTIC & WOODWORKING MACHINERY SECTORS.

SERVICE INDUSTRIES TOURISM
TOGETHER WITH PROVINCES (ALTA & BC) ORGANIZE INVESTMENT AND TECH TRANSFER MISSIONS IN THE SKI RESORT AREA TO AUSTRIA.

INCREASE AUSTRIAN SKI INDUSTRY AWARENESS OF INVESTMENT POTENTIAL IN CDA.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
CONTINUE WITH OUR EFFORTS IN ARRANGING TECH TRANSFER JV AND POTENTIAL INVESTMENT IN CANADA.

RESULT WILL DEPEND ON OUTCOME OF ONGOING NEGOTIATIONS BETWEEN AUSTRIAN & CANADIAN INDUSTRY IN THIS SECTOR.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP
CONSIDERING AUSTRIAN POTENTIAL FOR FOOD PROCESSING TECHNOLOGY & GREAT INTEREST IN CDA INTENSIFY THE DEVELOPMENT ON CONTACTS ON BOTH SIDES.

SEVERAL JV OR TECH TRANSFERS & INVESTMENT MAY RESULT FROM THESE ACTIVITIES.

OIL & GAS EQUIPMENT, SERVICES SERVICES INCLUDING CONSULTING
CONTINUE WITH OUR ASSISTANCE TO THE EXISTING AUSTRIAN INVESTOR IN THIS SECTOR.

INCREASE IN INVESTMENT IN CDA.
POTENTIAL FOR DEVELOPING FURTHER PROCESSING OF OIL IN CDA.

NON SECTORALLY ORIENTED ACTIVITIES

CONTINUE ALREADY EXCELLENT COOPERATION WITH FEDERAL ECONOMIC CHAMBER PARTICULARLY IN THE AREA OF TECH TRANSFER.

INCREASE NUMBER OF CONTACTS BETWEEN AUSTRIAN AND CDN FIRMS IN THIS AREA.

INCREASE LIAISON WITH THE AUSTRIAN BANKS & FINANCIAL INSTITUTIONS AIMED AT ESTABLISHMENT OF INVESTMENT INFO EXCHANGE & OTHER INVESTMENT ORIENTED ACTIVITIES.

BELIEVE THIS TO BE ONE OF ESSENTIAL SOURCES FOR INVESTMENT INFORMATION.